

Message Text

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ACTION COME-00

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TAGS: BEXP; HA

SUBJECT: FY 1974 COMMERCIAL PROGRAMS FOR HAITI

1. FOLLOWING ARE OBJECTIVES AND PROPOSED ACTIONS RELATING
TO FY 1974 COMMERCIAL ACTION PROGRAM FOR HAITI.

2. (A) OBJECTIVE ONE: FACILITATE U.S. PARTICIPATION IN
MAJOR PUBLIC SECTOR CONSTRUCTION PROJECTS. ACTION
ONE: HOLD FREQUENT CONSULTATIONS WITH INTERNATIONAL
LENDING AGENCIES TO INSURE THAT COMPLETE AND ACCURATE
INFO ON BOTH NEW AND PENDING PROJECTS IS OBTAINED AS
RAPIDLY AS POSSIBLE FOR DISSEMINATION TO U.S. FIRMS.
ACTION TWO: ASSIST U.S. COMPANY REPRESENTATIVES
WITH CONTACTS, APPOINTMENTS, TRANSLATIONS, DISTRI-
BUTION OF LITERATURE, ETC. IN CONNECTION WITH
QUALIFICATION FOR PENDING PROJECTS.

(B) OBJECTIVE TWO: IMPROVE U.S. MARKET SHARE IN KEY
PRODUCT AREAS. ACTION ONE: PREPARE BY FEBRUARY
1973 AN ANALYSIS OF HAITIAN IMPORT TRENDS IN ORDER
TO PINPOINT AREAS WHERE U.S. PRODUCTS HAVE
SUFFERED FROM THIRD-COUNTRY COMPETITION, AND USE
AS BASIS FOR TARGETING EMBASSY ACTION. ACTION
TWO: ESTABLISH CLOSER CONTACTS WITH LOCAL DISTRI-
BUTORS OF AUTOMOBILES AND INDUSTRIAL EQUIPMENT
(LARGE MARKET SECTORS) IN ORDER TO DETERMINE CHARAC-
TERISTICS OF THE MARKETS WHICH MAY BE EXPLOITED BY

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U.S. FIRMS.

(C) OBJECTIVE THREE: DEFINE AND ATTEMPT TO ELIMINATE BARRIERS TO TRADE. ACTION ONE: UNDERTAKE APPROPRIATE REPRESENTATION TO PERSUADE GOH TO ELIMINATE THE CONSULAR INVOICE, INCLUDING CONSULTATIONS WITH MINISTRIES OF COMMERCE AND FOREIGN AFFAIRS. ACTION TWO: DEVELOP, THROUGH CONSULTATION WITH AMERICAN BUSINESSMEN AND LOCAL IMPORTERS, A LIST OF NTB AND TARIFF BARRIERS WHICH PARTICULARLY HANDICAP U.S. EXPORTS, AND REPORT TO STATE AND COMMERCE FOR USE IN CONTEXT OF GATT NEGOTIATIONS.

(D) OBJECTIVE FOUR: FACILITATE U.S. INVESTMENT IN APPROPRIATE AREAS. ACTION ONE: ATTEMPT TO CLARIFY GOH ATTITUDES TOWARD FOREIGN INVESTMENT IN GENERAL THROUGH CONSULTATIONS WITH APPROPRIATE MINISTERS. ACTION TWO: CONTINUE EMBASSY REPRESENTATION TO GOH IN AN ATTEMPT TO INSURE REASONABLE AND EQUITABLE RESOLUTION OF U.S. INVESTORS' PROBLEMS.

(E) OBJECTIVE FIVE: REALLOCATE USE OF POST'S RESOURCES IN ORDER TO BETTER ACCOMPLISH THE ABOVE OBJECTIVES. ACTION ONE: THE COMMERCIAL OFFICER WILL DEVOTE LESS TIME TO U.S. INVESTORS WHO ARE NOT LIKELY TO GENERATE SIGNIFICANT U.S. EXPORT FLOWS OR TO CONTRIBUTE SIGNIFICANTLY TO HAITI'S ECONOMIC DEVELOPMENT. ACTION TWO: THE ECONOMIC OFFICER WILL DEVOTE LESS TIME TO USAID AFFAIRS NOW THAT THE USAID REPRESENTATION IN HAITI HAS BEEN EXPANDED.

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